

2020 ANNUAL REPORT

AACI in Action

AMERICAN ASSOCIATION OF CROP INSURERS



AMERICAN ASSOCIATION OF CROP INSURERS



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MESSAGE FROM THE CHAIR
AND VICE CHAIR

If there is a positive from the past year, it is that Americans gained a newfound appreciation for a reliable, national food production and distribution system. In the past, we have only experienced empty grocery store shelves during hurricanes or blizzards and even then, only for a few days. Those images of a strained system for weeks on end will remain in our collective memory and the experience is not one we will want to repeat. From a policy standpoint, this will serve as a new basis of support for U.S. production agriculture. We can all see clearly that agriculture is an essential business for the country and crop insurance is essential for agriculture to work properly.

However, this is not to imply that our advocacy work will be easy. We are facing a new political environment with a new administration, new faces on Capitol Hill, and a loss of experience and leadership at the House and Senate Agriculture Committees due to the election or retirement. We have a lot of work ahead to ensure policymakers and their staff understand the value of federal crop insurance.

We will also be working in a difficult budget environment where there will not be any new money for programs while many lawmakers will be pushing for new initiatives to combat climate change, including carbon credits and sequestration. We know AACI members will rise to the occasion to work these issues as you have done in the past.

To that end, we would like to express how proud we are of the support that AACI provided to producers this past year despite the many challenges. We maintained high service levels to meet the needs of America's farmers and ranchers. While other industries have the option of working from home, that is not the case for our adjusters who have assessed crop damage and worked losses in a timely fashion, including the Derecho in the Midwest in August. It underscores why private sector delivery is such an integral part of crop insurance.

Again, we are grateful for your efforts this past year and we look forward to working with you in 2021.



Michael Davenport
MICHAEL DAVENPORT
Chairman



Grant Adams
GRANT ADAMS
Vice Chairman

MESSAGE FROM THE PRESIDENT

Experience is the best teacher as the adage goes, and the past year certainly gave us opportunities to learn and grow as an organization. From the onset of the nationwide lockdown, AACI immediately began exploring ways to keep its membership engaged in Washington and to maintain our relationships with legislators, regulators, agency administrators, and their staff.

We can point to several successes throughout the year, key among them the participation and continued support of our membership as we navigated a new, socially distanced way of living and working. We quickly organized a call series to stay in touch with Members of Congress and other stakeholders. We held our first virtual fly-in that allowed us to connect on a larger level and discuss critical issues. And we watched the new political landscape unfold while holding on to a spirit of bipartisanship and a commitment to maintaining and growing support for crop insurance.

Our collective efforts – all of it in support of America's farmers and ranchers – have expanded our visibility and effectiveness in Washington, D.C.

We look forward to continuing our work in 2021 with the following goals:

- **Normalize Virtual Outreach:** After finding success with virtual events in 2020, AACI plans to continue providing virtual opportunities in 2021, which will give all association members a chance to participate in multiple AACI events on a more consistent and efficient basis. Our hope is to continue to increase overall member engagement by providing multiple opportunities for members to become directly involved with association and its activities.
- **New Member/Staff Engagement:** The elections resulted in a new incoming administration, several new elected members in rural districts, as well as a change in three of the four top leadership posts at the agriculture committees. AACI will spend the beginning of the year connecting with newly elected officials and their staff to educate them about AACI and the importance of the crop insurance program. AACI will also continue to build out its "Member of Congress Connect" program where AACI staff will facilitate meetings between AACI members and Congressional district offices. The goal is to foster lasting relationships outside of Washington, D.C.
- **Leadership Program:** After the unforeseen global pandemic forced the postponement of AACI's leadership program, AACI staff has decided to shift the inaugural course to a virtual format to avoid another year-long delay. The goal is to have the class complete two of the four courses (History & Mission and Political & Policy) in 2021. From there the class will complete the remaining two courses (Communications & Leadership and PAC, Grassroots, & Policy) in-person in 2022.

I look forward to working with you throughout the year.



SCOTT GRAVES
President

Our Mission

The American Association of Crop Insurers advocates on behalf of all segments of the private crop insurance industry from companies to agents to its affiliates. AACI provides a unified voice to promote and protect a viable, affordable, and diverse crop insurance program.

Our Values

Since our founding in 1983 as the primary trade association of insurance providers, we have followed a set of core values. These founding principles guide our efforts to promote policies that encourage the effective and efficient private sector delivery of crop insurance.

- 1 We support American farmers and ranchers in their pursuit to provide our nation and the world with an affordable, abundant, and secure food, fiber, and feed supply.
- 2 We support protecting the integrity of the crop insurance program by continually working to identify and correct inefficiencies and abuses of current policies.
- 3 We support partnering with industry leaders to foster vibrant rural communities.
- 4 We support promoting the stewardship of our nation's natural resources.
- 5 We support expanding crop insurance so that farmers, ranchers, and growers all across the country have access to this essential risk management tool regardless of their farm size, background, location, or method of production.

Our Goals

AACI has identified the following strategic goals to align both its organizational mission and values.



- 1 Maintain and advance strong policies that support the effective and efficient private sector delivery of the federal crop insurance program.
- 2 Continue to expand coverage of crop insurance to reach a diverse range of farmers, ranchers, and growers across the country.
- 3 Increase awareness of the value and cost-effectiveness of crop insurance and work to ensure adequate resources are available to maintain the viability of the program.
- 4 Foster strong, purposeful relationships within the legislative and executive branches of government in a proactive manner by promoting the critical role that crop insurance plays in contributing to a safe, abundant, and affordable domestic food and fiber supply.
- 5 Build upon existing relationships within the agricultural, conservation, and wildlife communities and identify opportunities to expand support for the federal crop insurance program.

Call Series

After the COVID-19 pandemic caused a nationwide lockdown and social distancing restrictions, AACI began to explore ways to keep its membership engaged with Washington. As a result, AACI launched its weekly call series, giving its members an opportunity to engage with Members of Congress, administration officials, university professors, and other senior Capitol Hill staff on a weekly basis.

During the calls, Members of Congress and their staff updated participants on congressional activity related COVID-19, such as changes to SBA's Paycheck Protection Program (PPP), complications in the food supply chain and meat processing sector, and details of USDA's Coronavirus Food Assistance Program (CFAP).

On the Administrative side, AACI connected with RMA Administrator Martin Barbre and his staff, who walked through their agency updates since the start of 2020 and answered a series of crop insurance related questions from AACI members.

USDA Chief Economist Dr. Robert Johansson provided members with an in-depth presentation on the current economic situation and the forecasts for U.S. crops, livestock, and trade. Outside of the beltway, Dr. Bart Fisher, Co-Director of the Agricultural & Food Policy Center at Texas A&M University, provided an overview of COVID-19 relief programs available for agriculture and an in-depth analysis of payment distribution under USDA's CFAP.

In holding these weekly calls, AACI staff hopes to continue to provide valuable insight to the policy landscape in Washington, D.C., and, at the same time, keep its members well-aware of what's happening across the country in the agriculture community.



United States Department
of Agriculture, Washington, D.C.

Virtual Fly-In



On September 30 and October 1, AACI held its virtual fall meeting where members had a chance to engage with current and former elected officials, RMA Administrator Barbre and his staff, congressional staff, and political expert David Wasserman.

AACI President Scott Graves kicked off the meeting with an association update and answered several questions related to the AACI-PAC and the current environment in D.C. Following Scott's comments, he welcomed the first speaker of the meeting, former-Senator Heidi Heitkamp (D-ND). Sen. Heitkamp used her time to touch on the challenges that agriculture is currently experiencing as well as to talk about the One Country Project, which is dedicated to reopening the dialogue with rural communities, rebuilding trust and respect, and advancing an opportunity agenda for rural Americans.

RMA Administrator Barbe and his staff were up next on the agenda and walked through the various updates that RMA has made because of COVID-19, including deferral of interest, changes to insurance and production reporting deadlines, self-certification on replant, and others. They also provided updates on changes to prevented planting, enterprise units, potential PRF changes, and other 2020 FCIC Board Actions. RMA then used the remainder of their time to answer various questions from AACI members.

The last speaker was Skylar Sowder, who serves as the agriculture staffer for Senator John Boozman, who will serve as the top Republican on the committee. Sowder touched on what can be expected as we move into 2021, including how things could change under Democratic leadership.

The next day, AACI Chairman Mike Davenport welcomed everyone and gave a brief overview of the schedule. Scott Graves then introduced Congressman Rick Crawford (R-AR), who provided a lay of the land from a Member's perspective. Rep. Crawford explained how Congress needs to look at ways to prevent the normalization of reliance on ad hoc disaster payments, and at the same time, look for ways to improve our current farm programs to be able to address the problems we've seen in recent years without additional relief. He also gave his thoughts on reopening the farm bill next year, and noted that the one area that needs significant improvement is the stability and integrity of the food supply chain.

The last speaker of the day was David Wasserman, who is House Editor of the Cook Political Report and recognized as one of the nation's top election forecasters. Mr. Wasserman gave an in-depth update on the upcoming election, during which he touched on current polling for November, the difficulties of holding an election in this current climate, key House and Senate races, and his outlook for the Presidential election. In addition, Wasserman touched on several variables and how they could impact the outcome, such as the Supreme Court nomination, COVID response, mail-in ballots, and others.

New Political Landscape

With the 2020 election now behind us, AACI will begin engaging with both newly elected Members of Congress as well as the individuals tapped to join a Biden Administration. Getting to know these Members and Administration staff is a critical part to AACI's continued success on Capitol Hill.

On the Administration side, President-Elect Biden named Tom Vilsack of Iowa, the former Secretary of Agriculture during the Obama Administration, as his nominee for the top agriculture post due to Vilsack's experience, familiarity, and ability to largely avoid controversy. However, despite the support of most ag groups and lawmakers, Vilsack will need to ease concerns among several environmental groups who pushed for a more progressive individual to lead the agency.

As for the 117th Congress, the House of Representatives swore in 59 freshman Members, including 44 Republicans and 15 Democrats. Seventeen of those freshmen represent flipped districts; Republicans picked up 14 seats and Democrats picked up 3, resulting in one of the tightest margins in history at 222 Democrats and 211 Republicans. The House now includes a record 118 female Members—27 more than the previous record set in 2018.

In the Senate, the party in power was decided on January 6th following the two runoff elections in Georgia, where both Democratic challengers defeated the Republican incumbents. In total, nine new Senators have been elected to office, with five of them flipping seats (4 Ds & 1 R). There will now be an even 50-50 split in the Senate, which effectively gives power to the Democrats as Vice President-elect Kamala Harris will serve as the deciding vote.

Although we do not yet know the full makeup of the agriculture committees, we do know we have lost three of four Chairs and Ranking Members. The only one remaining in Ag leadership will be Senator Debbie Stabenow, who is expected to keep her spot as the top Senate Democrat on the Committee. Senator John Boozman (AR) will assume the top Republican spot. In the House, Rep. GT Thompson (PA) will take on the role as the Ranking Member, and Rep. David Scott (GA) is the incoming Chairman. .

"I was born on my grandparents' farm in rural Aynor, South Carolina, during the days of segregation, and the hardships, of those, on whose shoulders I now stand. I owe this historic selection as the first African American Chairman of the House Agriculture Committee to a diverse coalition of members from across our nation."

REP. DAVID SCOTT



Tom Vilsack
Secretary of Agriculture Nominee



Sen. Debbie Stabenow
Senate Committee on
Agriculture, Nutrition
& Forestry
Chairwoman



Sen. John Boozman
Senate Committee on
Agriculture, Nutrition &
Forestry
Ranking Member



Rep. David Scott
House Committee
on Agriculture
Chairman



Rep. GT Thompson
House Committee
on Agriculture
Ranking Member

AACI Champions of Crop Insurance



Rep. Filemon Vela
(D-TX-34)



Rep. Rick Crawford
(R-AR-01)

For their dedication to supporting farmers and promoting crop insurance as an indispensable part of the farm safety net, we are proud to honor Reps. Filemon Vela and Rick Crawford with our 2020 Champion of Crop Insurance Awards.

Rep. Vela's ties to the agriculture industry date back generations when his ancestors established the first citrus orchard in Texas. With his understanding of the unprecedented challenges facing farmers today, he is a strong advocate for federal farm programs and risk management systems that protect farmers, ranchers, and rural communities.

A military veteran with a degree in Agriculture Business and Economics, Rep. Crawford believes that food security is national security. His efforts during the last two farm bills ensured farmers and ranchers have the tools they need to properly manage risk for their operations.

2020 AACI Political Action Committee

MONEY RAISED TOWARDS AACI PAC FROM OUR MEMBERSHIP

\$116,461

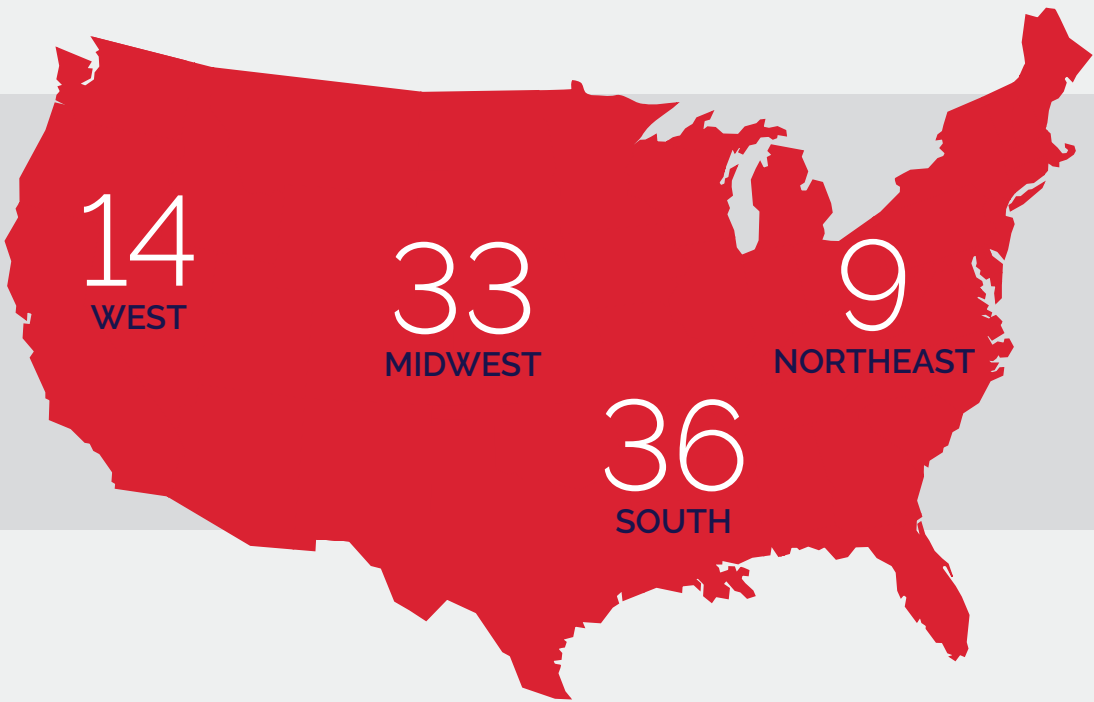
(includes Type I and Type II contributions)

TOTAL MONEY DISTRIBUTED TO HOUSE AND SENATE CAMPAIGNS

\$221,250

CONTRIBUTIONS TO CAMPAIGNS BY REGION

The map below depicts the regional breakdown of campaigns AACI PAC supported throughout the country.



Thank You To Our 2020 AACI PAC Contributors

PAC CHAMPION
\$5,000

Carothers, Dan
Rain & Hail Insurance
Society PAC

PAC LEADER
\$2,500 - \$4,999

Snider, Todd

PAC TRAILBLAZER
\$1,500 - \$2,499

Adams, Grant
Bone, Ralph
Carothers, Douglas
Davenport, Michael
Deterding, Kelly
Gaynier, Mike
Latham, Benson
Weber, Tim
Young, Brian

PAC PIONEER:
\$500 - \$1,499

Allison, Mark
Arnold, Scott
Atkinson, Jordan
Backer, Adam
Baumgart, Jeffrey
Bird, Daniel
Bird, Robert
Copeland, Tim
Deal, Michael
Domer, Jay
Erb, Benjamin
Gonzales, Craig
Goodman, Andrew
Grimsley, Gene
Gugat, Brian
Hall, Hunter
Heilig, Gary
Jakway, Douglas
James, Jon
Janicek, Kenneth
Jensen, Jared
Klein, Matthew
Korin, James

Krultz, Adam
Larck, Shane
Legleiter, Michael
Love, Kale
Lung, Ted
McDermott, John
Meyer, Brad
Meyer, Jeffry
Morrison, Rich
Mossman, Mark
Norris, Scott
Pearson, William
Perry, Kyle
Powers, Kevin
Rieger, Mark
Roberts, Harold
Schuler, Dave
Strickland, Dennis
Svingen, Kevin
Thomas, Randy
Twomey, Robert
Ufer, William
Weaver, Shane
Wienstroer, John

PAC PATRON
\$250 - \$499

Altfillisch, Scott
Argo, Douglas
Armistead, Jimmy
Bafia, Joseph
Bartling, Craig
Bhangoo, Guri
Broadhurst, Jordan
Burghduff, Cliff
Byrd, Chad
Chrystal, John
Connealy, Donald
Covalt, Dallas
Creamer, Ryan
Currie, Mark
Darling, Brad
Davis, Brian
Dicke, Hank
Downing, Troy
Emerson, Teresa
Eslinger, Wade
Esmay, Jacqueline

Fink, Brad
Flemmer, Erin
Fransen, Shari
Frelich, Steve
Funk, Mark
Goergen, Marv
Goteti, Gopalakrishna
Graunke, Lucas
Hayes, Terry
Hedrick, Brooke
Hefner, Russell
Hinders, Randy
Hoffman, Joe
Humfeld, Randy
Hyland, Zach
Isakson, Clint
Jackson, Shane
Johnson, Danelle
Kafer, Jeff
Landsburg, Allison
Lassey, Paul
Leibbrand, Richard
Long, Brian
Mason, Phyllis
Maus, Brock
McGrath, Phillip
Medley, Michael
Mincey, Janet
Munoz, Kristina
Nedved, Monica
Olson, Howard
Paulsen, Brent
Perry, Dale
Rue, Mason
Savage, Kent
Schmode, Anthony
Seguin, Kim
Sisk, Kyle
Skadberg, Matt
Smith, Jason
Smith, Michael
Smith, Michael
Stoneman, David
Sumner, Watt
Tinnell, Clay
Treimer, Kerry
Van Weelden, Andrew
Wagener, Gloria

Webb, Kimberly
Wigham, Tammy
Zignego, James

PAC SUSTAINER
\$25 - \$249

Adams, Michelle
Aguirre, Arcadio
Alexander, Zach
Althouse, Kyle
Anderson, Levi
Andreas, Kent
Andrews, Barbara
Arguelles, Josh
Axtman, Steve
Bailey, Larry
Baldwin, David
Ball, Katherine
Barclay, Randy
Bartling, Brad
Bausch, Rick
Bean, Russell
Beans, Terry
Beaver, Kelsey
Bendorf, Ivan
Berens, Tom
Beutz, Lynn
Bills, Kenneth
Bliss, Lori
Bogan, Ricky
Boone, Brandon
Bradfute, Bo
Bramwell, Dan
Bunting, Naomi
Cardenas, Melissa
Carr, John
Carson, Makenzie
Chase, Jason
Chase, Noah
Chisholm, William
Christianson, Holly
Christofferson, Curt
Clark, Kevin
Clouse, Jane
Collins, Bridgette
Collins, Chris
Connelly, Nancy
Cook, Matt

Cook, Steven
Corbett, Kellen
Cormany, Brittany
Cunningham, Carolyn
Dahl, Eric
Dail, Steve
Davis, Anthony
Dohman, Ron
Dove, Elizabeth
Duletski, Jessica
Durkes, Kim
Ege, Peter
Eimer, Larry
Emerson, Heidi
Faber, Dan
Fiske, Daniel
Flemmer, Lynn
Franz, Tim
Frauenheim, Stephen
Frazier, Austin
Fridgen, Toni
Froslee, Jeffrey
Gargulak, Mark
Garispe, Daniel
Garrison, Vickie
Gilbreath, Lynda
Goodsell, Angela
Gordon, Jennifer
Gotheir, Pamela
Green, Steven
Greene, Tammy
Gruner, Bradley
Hahn, Annette
Hamel, Megan
Hamstra, Kurt
Hansen, Sara
Hanson, Michael
Hartley, Gracie
Henrich, William
Hoffman, Jeffery
Holzhey, Ray
Horky, Ryan
Houkom, Brady
Huckert, Anissa
Hudson, Rebecca
Hug, Nancy
Hunt, Dan
Inman, Jill

Jackson, Sharlyn
Jamison, Bill
Jankowski, Matthew
Jensen, Brenda
Joachim, Susan
Jobman, Steven
Johanningsmeier, Christina
Johnson, Alexis
Johnson, Camille
Johnson, Travis
Jones, Ryan
Junk, Gregory
Kalb, Jodi
Kallenberger, Kevin
Kegley, Mike
Kehn, James
Kelich, Tricia
Keller, Paul
Kerber, Cory
Kesner, Cherise
Klaus, Amy
Knipp, Brian
Knutson, Brad
Kobel, Angie
Koester, Jason
Kopf, Kathryn
Krause, Carole
Kunshek, Bill
Lamb, Thomas
Lang-Weborg, Jean
Lekstrom, Cheryl
Lewis, Tish
Lewis, William
Lewsader, Nathan
Litwiller, Kirk
Loff, Bryan
Long, Angela
Look, Kathy
Luedtke, Kara
Maag, Danny
Marshall, Allyson
Martin, Megan
Mathis, Ronnie
Mathson, Margaret
McDaniel, Jim
McHenry, Robert
McMartin, John
Meeker, Christopher

Melcher, Jason
Meyer, Glen
Meyer, Jared
Michels, Jan
Mickelson, Mark
Miller, Jeff
Miller, Jenni
Mizell, Alex
Moe, Christopher
Moen, Tami
Montelauro, Kevin
Moore, Stewart
Morris, William
Moss, Stephen
Murphy, Rickey
Mushitz, Ray
Nelson, Jenna
Nelson, LeAnn
Ness, Troy
Newkirk, Leah
Norris, Holly
Nyren, Lori
Oleaga, William
Olin, Michael
Oliva Insurance
Olson, Catherine
Ormon, Clay
Otto, James
Pallow, Patti
Paul, Dave
Peasland, Brian
Perez, Leonard
Peterson, Duwayne
Piechowski, Rebecca
Power, Gabe
Pullen, Derek
Raivala, Jim
Randall, Tanner
Raphael, Brian
Rau, Sherwin
Reed, Ronald
Regas, Alex
Remick, Noel
Rice, Dawn
Richter, Brenda
Riegler, Michael
Riesselman, Andy
Robinson, Michelle

Rohlf, Jr., Darrel
Roiger, Bill
Rolin, Rebecca
Rosenthal, Mitch
Ross, Kyle
Rowekamp, Jason
Ryan, Kathryn
Sammis, Tal
Sandburg, Nick
Schaben, Brenda
Schenck, Aaron
Schira, Douglas
Schletewitz, Travis
Schlimme, Jean
Schultz, Gary
Schunk, Kristin
Segovia, Paul
Seibrecht, Roger
Seifermann, Shane
Setraycic, Kimberly
Sheeks, Steve
Simmons Skalsky, Allison
Skeie, Julie
Slack, Blane
Slater, John
Sluka, Tom
Smith, Eric
Smith, Megan
Smith, Rob
Spain, Jim
Spurlock, Karen
Steffes, Michael
Stegall, Linson
Stroop, Wendy
Struble, Aaron
Stuckey, Brad
Studer, Zachary
Sutton, Sheryl
Sweeney, Ryan
Tatoian, Ron
Taubert, Dennis
Tekinalp, Serhat
Terry, John
Thayer, Brittany
Thomas, Tyler
Thompson, Benjamin
Thompson, Julie

Thompson, Matt
Throckmartin, Ryan
Towler, Chad
Trojack, Josh
Tucker, Austin
Turnbull, Cameron
Twedt, Curtis
Umberger, Patrick
Vander Molen, Todd
Vandersloot, Jerry
Vandiver, Paul
Vaux, Chris
Verdun, Robert
Vetter, Tyler
Vinson, Robert
Wagner, Darci
Walsh, Dan
Waters, Missy
Webb, Ellen
Weihs, Kathe
Whatley, John
Wheeler, Kevin
White, Lester
White, TJ
Wiering, Richard
Williams, Gary
Wilson, Eric
Wingate, Zachary
Young, Preston

< \$25

Bacon, Ryan
Fuquay, Karen
Gaworski, George
Gravenstein, Amanda
Guse, James
Hulker, Jacob
Larson, Tyler
Powell, Julie
Royer, Steve
Stolz, Julie
Triebold, Pam
Wold, Pamela

TYPE II
CONTRIBUTIONS

(contributions given
directly to specific candidate
campaigns)

Lorimer, William
Wilson, William
Bird, Bob
Copeland, Timothy
Domer, Jay
Foster, Shannon
Frerichs, Stephen
Heilig, Jr., Gary
Jakway, Douglas
James, Jon
Legleiter, Michael
Meyer, Bradley
Miiller, Ron
Powers, Kevin
Ufer, William
Mossman, Mark
Klein, Matthew
Muething, James
Nauholz, Trent
Perry, Dale
Perry, Kyle
Sahr, Michael
Deterding, Kelly
Korin, James
Donoho, Jeffrey
CGB PAC
Rain & Hail Insurance
Society
Peachey, Sue



American Association of Crop Insurers
1201 Pennsylvania Ave, NW, Suite 800
Washington, DC 20004

aacinsurers.com
202.659.8201
info@aacinsurers.com